



## 2016 Atlona Academy Training Course Syllabus

Atlona Academy training resources are a great way to gain the tools and knowledge you need to succeed! Welcome to the Atlona Academy Training program!

Atlona Academy is designed to help you:

- Increase your knowledge of Audio and Video Connectivity Solutions
- Learn how to implement current and new Atlona products and capabilities
- Design and sell effective A/V systems through a unique solutions approach
- Strengthen your business through a deeper understanding of Atlona products and industry solutions
- Earn valuable InfoComm Renewal Units (RU'S) and CEDIA Continuing Education Credits (CEU's) by completing Atlona Certification Courses.

The Atlona Academy Advantage...

With the knowledge gained from Atlona Academy you will be able to provide your clients with the highest quality connectivity solutions. You will experience all aspects of Atlona Technologies, from the precision that is engineered into each and every product, to the educational tools incorporated within [atlonaacademy.com](http://atlonaacademy.com). These are all great sales tools that will help you provide excellent Customer Service and Application Resources, and grow your Atlona connectivity Business.

### Contact Information:

For additional information about Training through Atlona Academy or to register for a class, please email Atlona Training, [training@atlona.com](mailto:training@atlona.com) or visit us online at [www.atlonaacademy.com](http://www.atlonaacademy.com)

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**Foreword** - *Atlona Academy is divided up into three educational levels and must be completed in order. For example, 100 level courses are a prerequisite for 200 level courses and 200 level courses are a prerequisite for Solution level courses.*

### **100 Level Courses - Atlona Technology Specialist**

- Foundational Technology - Understanding Audio/Video Distribution
  - Length: 4+ Hours
  - Chapter Quizzes + Final Exam (25 Questions, multiple choice)
  - Achievement: Certificate-Technology Specialist
  - Prerequisite: Atlona Purchaser
  - Audience: open
  - Forum: Online
  - Industry Credits: InfoComm: 4CTS RU; CEDIA: 2 CEU
  - Description
    - This course is designed to introduce the participant to fundamental foundational elements of Audio Video Distribution. Content will include terms and definitions, HDMI, common connection issues, 5-volt connection and hot plug, EDID, Audio, HDCP, bandwidth, differences in category cables, HDBaseT, 4k and basic trouble shooting techniques.

### **200 Level Courses - Atlona Certified Technologist**

- Understanding Atlona Products and Solutions
  - Length: 4+ Hours
  - Chapter Quizzes at the end of each chapter, 6 total (multiple choice)
  - Achievement: Atlona Certified Technologist
  - Prerequisite: 100 Level Atlona Technology Specialist
  - Audience: open
  - Forum: Online
  - Industry Credits: InfoComm: 3CTS RU
  - Description
    - The Atlona Certified Technologist course will cover in detail the following product categories of Atlona Solutions: Switchers, Distribution Amplifiers, Extenders, Converters and Scalers and Audio solutions. The individual who successfully completes this course will take away a complete understanding of Atlona products and solutions for a wide variety of commercial and residential audio/video applications.

### **Solution Courses - Atlona Certified Partner Program**

- AV over IP : OmniStream Sales Certification
  - Length: 90 Minutes
  - Exam: 20 Questions, multiple choice
  - Achievement: Atlona Certified OmniStream Partner
    - Certification will be mandatory to get an access to this product line
      - (Direct and non-direct) Dealer N. America - as least one person at the company needs to pass technical certification.
      - Distributor N. America - entire sales team needs to pass sales certification and tech support person needs to pass technical certification.

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- Prerequisite: Qualified Atlona Dealer/Partner
  - Audience: Qualified Atlona Dealer/Partner
  - Forum: Online through LMS or on site with strategic partner
  - Industry Credits: InfoComm: .5 CTS RU
  - Topics Covered
    - High density video over IP integration
    - Networked AV redundancy
    - Secure content distribution applications
    - Strength of IP networks
    - Latency
    - Power over Ethernet
    - Professional broadcast-grade video compression technology
    - Standard Gigabit network infrastructure
    - Design Highly Flexible and Scalable AV Systems
    - Flexible audio integration
    - Dante™ audio network interface integrates audio from sources such as PCs and microphones
    - Specifically designed for pro AV integration
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- AV over IP : Networking for AV Technical Certification
    - Length: 180 Minutes
    - Exam: 40 Questions, multiple choice
    - Achievement: Atlona Certified OmniStream Partner
      - Certification will be mandatory to get an access to this product line
        - (Direct and non-direct) Dealer N. America - as least one person at the company needs to pass technical certification.
        - Distributor N. America - entire sales team needs to pass sales certification and tech support person needs to pass technical certification.
    - Prerequisite: Qualified Atlona Dealer/Partner
    - Audience: Qualified Atlona Dealer/Partner
    - Forum: Online through LMS or on site with strategic partner
    - Credits: InfoComm: 2.5 CTS-D, 2.5 CTS-I RU
    - Topics Covered
      - Chapter One: Understanding Networks
        - What is a Network
        - Network Building Blocks
      - Chapter Two: The OSI Model
      - Chapter 3 Common Networking Protocols
        - TCP/IP Model
        - Application Layer Protocols
        - Transport Layer Protocols
        - Internet Layer Protocols
        - Link Layer Framing
      - Chapter 4 Networking Architectures
        - Cisco Three-Layer Hierarchical Model
        - Collapsed Core Design
        - Network Types
        - Network Design Example

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- Chapter 5 IP Addresses
  - IP Overview
  - Address Type
  - Basic Sub-netting
  - DHCP
- Chapter 6 Addressing Methodologies
  - Unicast
  - Multicast
- Chapter 7 Networking Calculations
  - Bandwidth
    - Overview of Important Protocol Headers (size of AV protocol headers such as RTP, IP, UDP, MPEG-TS etc.)
    - Bitrates
- Chapter 8 Streaming Applications
  - Encode/Decode process
  - Compression Codecs

